Concordia University

Board of Governors

Concordia Employee Benefits Committee

Meeting of December 14th, 1977

Attendance: Mr. H. Hemens, Chairman, Prof. A. Dickie, Prof. C. Goldman, Mr. W. Reay, Prof. G. Martin, Miss D. Johnson, Mr. C. Waters, Messrs. R. Brochu and B. Morency, of William M. Mercer Ltd., Messrs. H. Catania, W. Cooper of Manufacturers Life Insurance Company.

Approval of Minutes:

It was proposed by Mr. Reay, seconded by Professor Goldman that the minutes of the meetings held on November 18th and November 28th be approved as circulated. The proposal was carried unanimously by the Committee.

Investment Presentation by
Manufactureres Life Insurance Company

Mr. Catania, of Manulife, stated that his opinion was, that the Concordia Pension Plan assets should be administered as a separate fund; that the assets held by Manulife should be combined with those held by the Trust Company.

He went on to outline the main features of Manulife, which were:

1. A Canadian Company, in business for 90 years with Head Office in Toronto.

2. Prowess in the management of its own assets, with a solid reputation in the investment of bonds and equities.

3. Flexibility among operating personnel.

4. Due to incorporation of a wholly owned subsidiary, investment counsel no longer hampered by the requirement of a Group Contract.

5. U.S. subsidiary providing on-the-scene expertise in the U.S. market.

6. Number of funds administered by one money manager is held to a maximum of five.

7. They manage eight separate funds ranging from $9,000,000 to $30,000,000.

8. Good ratio of analysts to number of funds.

9. Technical analysis used as a tool extensively with on-line computer facility to a large Toronto brokerage firm.

Mr. Catania demonstrated the movement of asset mix by running through the changes to the Diversified Fund in 1977.

Mr. Cooper explained some of the specific strategies which had proved successful for the funds managed by him. He stressed the dynamic approach of Manulife's investment strategy, which was to trade aggresively in accordance with market predicitions, rather than to take a long term position in securities.

In reply to Professor Goldman's concern with the security of the assets, Mr. Catania mentioned that Deposit Administration contracts could be negotiated which would provide set rates of interest guaranteed by Manulife.

The investment management charges by Manulife would amount to:

½%	on the first $5 million
¼%	on the next $5 million
1/8%	on next $5 million
1/10%	on the balance.

The meeting terminated at 2.15 p.m.

CW/dm
January 5, 1978